



UTAH DBE NEWSLETTER

Editor: Beverly Crawford, DBE Coordinator, UDOT

SPRING 2006

TRAININGS / SEMINARS

DBE, EEO & LABOR TRAINING

Date: May 16, 2006

Time: 1:00—4:00 pm

Location: UDOT

Conference Room A

1st Floor

4501 South 2700 West

Salt Lake City, Utah

Seating is limited. Please call or e-mail to reserve a seat:

Jane Casper , Labor Compliance Specialist, (801) 965-4740, jcasper@utah.gov

or

Beverly Crawford, DBE Coordinator (801) 965-4100, bcrawford@utah.gov

Bidding Opportunities:

SLCDA Pg 3

UTA Pg 6

UDOT Pg 7

Small Business Administration Offers "FREE SEMINAR"

Hiring the right people is one of the most important things you can do for the success of your company. This seminar will cover, the do's and don'ts in the hiring process, importance of interview technique, background & drug testing, etc.

Tue, 05/16/06

Time: 06:00 PM

Location: SLCC, Larry Miller Campus, 9750 S 300 W, Room 224, Sandy

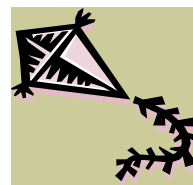
Contact: 801-957-4654

For more SBA Seminars See:

<http://www.sba.gov/ut/>

Special points of interest:

- Locating DBE Regulations on Internet
- SCORE: Free business counseling
- Marketing tips
- Commercially Useful Function
- UTA's Commuter Rail System Name
- UTA's Proposed Overall DBE Goal





QUICK TIPS AND ITEMS OF INTEREST

What are the DBE Regulations and Where can you find them on the Internet?

Title 49 Code of Federal Regulations parts 23 (49 CFR 23 Airport) and 26 (49 CFR 26).

Use your web browser and search for either code.

SCORE

The Salt Lake Score Chapter is one of five Utah chapters providing one-on-one counseling, FREE of charge, to current and prospective business owners. Last year, Utah SCORE counselors provided counseling services to over 3,900 small businesses.

If you need help with business planning, marketing, business start-up or expansion, retailing, business financing, choosing the right business structure or other areas of business management, you should call SCORE at 801-746-2269.

MARKETING: 4 POINTS TO PONDER

PRODUCT: What are the features and benefits of your product?

PRICE: How much will you charge for your product? There are numerous elements that must be included in pricing, some

are: costs, what your customer will pay; the image you want to be consistent with; and what your competition charges.

PLACE: Place is not just "location," it also includes your position within the market.

PROMOTION: Inform your customers of your product by advertising, networking, service, etc.

Use different vehicles to advertise, e.g., Flyers, brochures or business cards.

MARKETING INFORMATION PACKET

To order a Marketing Information package from FHWA go to:

osdbu.dot.gov/osdbu_services/mip.cfm

You will find information on contracting with DOT, as well as OSDBU's Short Term Lending and Bonding Assis-

tance Programs.

You will also find information and points of contact for the DOT MRC Regional Offices whose goal is to identify opportunities for contracts with design-build and mega-projects funded by DOT at the state and local

level as well as provide training to small businesses.

You can also request this information by calling FHWA: Frank Waltos (202) 366-4205

SALT LAKE CITY DEPARTMENT OF AIRPORTS BUSINESS OPPORTUNITIES

- I. There are no construction projects scheduled to bid within the next 3 months. Keep an eye on the papers, the Salt Lake City International Airport website, local newspapers, and this newsletter for more information regarding contracting opportunities.
- II. There are a number of Salt Lake City Department of Airport RFQs and RFPs either currently being advertised or that will be advertised within the next 3 months:
 - 1. Shoe Shine - Currently being advertised
 - 2. Payphones - Currently being advertised
 - 3. Environmental Audit - June
 - 4. EDS Maintenance - June
 - 5. Civil Engineering - July
 - 6. Disparity Study - July

For more information regarding the contracting opportunities listed above please contact Mr. Cole Hobbs at (801) 575-2984

Commercially Useful Function Considerations (CUF)

(49 CFR 26.55)

**Article written by Paul Marshall, SLCD A DBE Liaison Officer
(801) 575-2945, paul.marshall@slcgov.com**

Definition of CUF, is that the DBE is responsible for execution of the work of the contract. The DBE must manage, supervise and perform the condition of the work items awarded his/her own forces. The DBE does this without being overly reliant upon others to perform its work items. When the DBE shows a pattern and practice of routine reliance on others to do their work, especially the prime contractor, it can be presumed that it does not have adequate resources to perform the work in which it is certified. This also can be a reason to commence with intent to decertify action.

If a DBE is found not to be performing a CUF, no credit toward the primes DBE goal for that work should be credited. No sharing of resources, i.e., equipment, employees, etc. should be allowed without prior approval of the awarding authority.

CUF Red Flags: Some examples (not intended to be all inclusive)

- 1.) Choice of work methods, except as restricted by the Specs, and the furnishing and controlling of Labor and Equipment should be exercised by the DBE only
- 2.) Supervisory personnel and other employees of the DBE must be paid by the DBE
- 3.) If DBE leases equipment, are there lease/ rental agreements signed by the DBE and leaser at fair market rate(s)?
- 4.) Information indicating sharing of resources with another firm without prior approval by the State
- 5.) Prime provides personnel (with specialized expertise) to the DBE sub with no prior awarding authority approval
- 6.) DBE middlemen or passive conduits, which serve no commercially useful purpose
- 7.) Any written agreements that gives the non-DBE undue control (lack of independence) of the DBE
- 8.) DBE's utilizing supervisory personnel from the prime and does not carry the person on the DBE's payroll
- 9.) Does the DBE have supervisory personnel on the job managing the work?



The DBE

Newsletter – May 2006

By Raymond Christy, DBE Liaison Officer
801-287-3537 or rchristy@uta.cog.ut.us

- UTA's new Commuter Rail System named
- Proposed Overall FY2007 DBE Goal
- Upcoming Projects

Your Train Is COMING!

UTA announces the name of the upcoming Commuter Rail system, "FrontRunner". This new Commuter Rail transit system will travel at speeds of 80 miles an hour making 8 stops between Ogden City Intermodal Hub and the Salt Lake Intermodal Hub. Construction on the 44 mile Commuter Rail system began last fall. The major portion of work will begin this summer with an early completion date of March 2008. Commuter Rail Constructors currently utilizes several DBE firms in major roles on this project to meet its DBE goal. This currently has resulted in \$20.1 million in subcontracts with DBE firms. Are you onboard? If you are interested to find out what opportunities are available, please contact Raymond Christy at UTA, 801-287-3537.

UTA proposes FY2007 DBE goal

UTA is proposing a 10.8% overall DBE goal for during FY2007. UTA will be accepting public comment on its FY2007 DBE goal, May 28 – July 11, 2006. Information regarding the proposed goal can be found on the UTA DBE webpage and a document is available to the public at the UTA Administrative Office, located at 3600 South 700 West, Salt Lake City, Utah, Monday – Friday 8:00 am– 5:00 p.m. Please take a moment to review this document or make comments to assist UTA in proposing a DBE goal for FY2007. Comments can be faxed (801-287-4675) or emailed to rchristy@uta.cog.ut.us or call Raymond Christy, 801-287-3537.



Upcoming Projects

Are you receiving Solicitation Alerts or Procurement Alerts from UTA? When you sign up for "My Alerts!", you will receive an email when solicitations / procurements are posted to the UTA DBE webpage. If you are not, and would like to have up to date information, SIGN UP for "My Alerts!" It's fast, easy and on the UTA DBE webpage. The following is a list of upcoming projects at UTA:

1. UTDC Fleet Expansion Overhaul Project –
 - o bid date, May 2006.
2. Airport Transit Corridor Evaluation –
 - o bid date, May 2006.
3. Salt Lake Intermodal Hub TRAX Extension –
 - o bid date, May 7, 2006. Construction project, extension of TRAX line from Delta Center to Intermodal Hub. Work types, excavation, rail, asphalt, painting, traffic signals, station platforms, handrails, mini high blocks, canopy's.
4. Mid – Jordan Light Rail TRAX Extension –
 - o bid date, late summer 2006
5. West Valley to Magna Bus Rapid Transit (BRT) Construction Project –
 - o bid date, summer 2006

Thanks for your participation by becoming a certified DBE firm. If you have any questions, comments or suggestions, please feel free to contact me:

Raymond Christy
Utah Transit Authority
3600 South 700 West
P.O. Box 30810
Salt Lake City, UT 84130-0818
Phone – 801-287-3537
Fax – 801-287-4675 Email – rchristy@uta.cog.ut.us
Webpage (see below)



BID ON UDOT PROJECTS

UDOT has an electronic bidding program

All of UDOT projects for bid are listed on UDOT's web page:

UDOT'S home page web address: www.udot.utah.gov

Under Popular Topics (on left), click on: Bid on projects

Each project is listed separately in its own box.

Also located within each box:

View Notice to Contractors

View Bid Items

Electronic Plan Sets

(DBE's can still check out hard copies of plans)

RECEIVE AUTOMATIC E-MAIL NOTIFICATIONS OF UDOT PROJECTS THAT ARE BIDDING:

The following web site explains how to sign up :

<http://www.udot.utah.gov/index.php/m=c/tid=552>

The following web site is where you sign up.

http://listserv.dot.state.ut.us/scripts/lyris.pl?join=bid_notices

The following web site is where the UDOT projects are located:

<http://www.udot.utah.gov/index.php/m=c/tid=317>

**If you need further assistance with UDOT's electronic bidding process, please call
Beverly Crawford 965-4100.**



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UUCP DBE Directory on the Web!

[http://www.udot.utah.gov/download.php/
tid=198/uucp_dbe_directory.pdf](http://www.udot.utah.gov/download.php/tid=198/uucp_dbe_directory.pdf)